



The European Law Students' Association

MAYNOOTH

ELSA Maynooth International Negotiation Competition 2017

INFORMATION FOR PROSPECTIVE APPLICANTS

Competition Overview

The ELSA Maynooth International Negotiation Competition will be held from the 10th to the 13th of March 2017. It is a competition for current third-level students and recent graduates of law.

Participants will compete against each other in teams consisting of two persons (i.e. two teams, each consisting of two persons, compete against each other).

In advance of the competition, each team will receive some mutual facts and some individual, confidential facts concerning a given case, in which they will represent one of the parties. Teams will be required to negotiate the resolution of an international dispute.

Why Negotiation?

Most disputes in which lawyers are involved do not end up in the courts. Instead, they are settled by way of some form of compromise between the parties – a negotiated agreement. In order to ensure that a client's best interests are protected in the context of a negotiated, out-of-court agreement, it is imperative for lawyers to possess effective negotiation skills. This applies on both a national and an international level.

The ELSA Maynooth International Negotiation Competition is designed to foster the skills of negotiation in students and recent graduates of law at an early stage in their careers and to provide the opportunity to gain first-hand negotiation experience!

Overall Vision of the Competition

The purpose of the competition is to:

1. Promote greater interest in and awareness of legal negotiation among law students and recent graduates of law
2. Provide a forum through which law students and recent graduates of law can learn the techniques of effective legal negotiation
3. Facilitate interaction between students from different countries and jurisdictions
4. Enable law students and recent law graduates to learn to build strategies and use methods that will further enhance a client's best interests
5. Enable law students and recent graduates of law to enhance their existing negotiation skills



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Judgement Criteria

The preliminary rounds will be judged by single judge panels. The other rounds will be judged by a panel of two or more judges.

Each panel will base its decisions on the following criteria:

1. The apparent level of structured negotiation preparation by each team
2. The team's flexibility in diverging from plans or in adapting a strategy
3. How beneficial the negotiated result is to the clients' interests and needs
4. Effective teamwork
5. Targeted communication skills
6. Focus on long-term, durable solutions
7. The relationship and interaction between the negotiating teams
8. Ethics and poise / general demeanour
9. Self-analysis
10. Goal-orientated tactics

Eligibility Criteria

The competition is open to all current third-level students of law and related disciplines, studying at either undergraduate or postgraduate* level. Both full-time and part-time students may apply.

Immediate graduates, or persons engaged in postgraduate practical legal training* are also eligible. A person whose last law graduation was more than twelve months prior to the application deadline is not eligible.

*Students enrolled in postgraduate study – such as a master's degree or practical legal training – are eligible, so long as they have not practised law (other than on a temporary basis or as part of an apprenticeship or an internship) between their initial and postgraduate studies.

Application Process

Each team must consist of two students, both of whom must complete the application form, which is available on the website. The application form should be completed by the closing date for applications, specified on the website.



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Selection of Participating Teams

Selection will be based upon English language proficiency, the team's motivation (as expressed through the application form) and any relevant experience. Non-ELSA members may apply; however, a reduced rate will apply for ELSA members.

Sponsorship

The ELSA Maynooth International Negotiation Competition is proudly sponsored by Maynooth University Department of Law

The Competition: 10th - 13th March 2017

The competition will take place across the weekend of 10th - 13th of March 2017. Rounds will take place in the John Hume Building, which is a modern building situated on the North Campus of the National University of Ireland, Maynooth.

The Final Round of the competition will take place in Renehan Hall, which is located on the historic South Campus of the University.

Competition Structure

The competition will comprise of four rounds:

1. Preliminary Round 1
2. Preliminary Round 2
3. Semi Finals
4. Final Round

Timetable

The timetable will be released in due course.



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PARTICIPATION FEES

The daily participation fee for the competition includes three nights' accommodation, breakfast on Saturday, Sunday and Monday, lunch on Saturday and Sunday, dinner on Friday and Saturday, the social and cultural programme and registration.

For ELSA Members (Non-Favoured Countries)

Daily participation fee: €34 (x3) = €102
Gala Ball fee: = €50
Total: = €152

For ELSA Members (Favoured Countries*)

Daily participation fee: €29 (x3) = €87
Gala Ball fee: = €50
Total: = €137

For Non-Members

Daily participation fee: €50 (x3) = €150
Gala Ball fee: = €50
Total: = €200

*For the purposes of ELSA participation fee regulations, favoured countries for 2016 are Albania, Armenia, Azerbaijan, Belarus, Bosnia & Herzegovina, Bulgaria, Croatia, Georgia, Montenegro, Rep. of Macedonia, Rep. of Moldova, Romania, Serbia, Turkey and Ukraine.